

Passing on the Farming Tradition

These workshops are the first in a series designed to offer farmers and agricultural landowners valuable information and substantial tools to help plan and accomplish successful transitions into or out of farming.

Topics for the first two workshops are outlined in this brochure.

FarmLink is a non-profit, community sponsored organization dedicated to helping preserve the rich tradition of farming throughout the Northwest. FarmLink brings together an unprecedented combination of skills and knowledge for the benefit of all farmers.

These workshops will provide you with important information about planning your farming activities, negotiating for land, new marketing options, estate planning information, ways to deal with generational issues and much more.

If you have questions about FarmLink or these workshops, please call:
1-877-728-9453.

We look forward to helping you successfully negotiate your farming transition.

Biographical Sketches of our Speakers

Norm Dalsted Norm Dalsted is an agricultural economist specializing in farm and ranch management, agricultural finance, production economics and regional economics. He has extensive experience on the range of issues involved with estate planning and the farm transfer process, including developing successful strategies for intergenerational estate transfers. Norm is a Professor in the Department of Agricultural and Resource Economics at Colorado State University, and a member of the National Association of Farm Business Analysis Specialists.

Bob Gregson Bob Gregson and his wife, Bonnie, have organically farmed several acres on Vashon Island since 1988. After they developed a successful small-farm model they wrote a nationally well-received book ("Rebirth of the Small Family Farm") in 1996 to share the "how to" with others. Both Bob and Bonnie have business management backgrounds. Bob is chair of the King County Agriculture Commission, interim chair of Washington FarmLink, and a member of the Advisory Council to the Dean, College of Agriculture and Home Economics, WSU.

Paul Gutierrez Paul Gutierrez is an agricultural economist specializing in agriculture and business management. He has extensive experience developing successful lease agreements that are both financially feasible and equitable, and grounded in good land and water stewardship. Paul works extensively with farmers, and on a broad spectrum of production, marketing and financial management issues. He is currently Chair of WSU Cooperative Extension in King County.

Don Nelson Don Nelson had 15 years of industry and administrative experience prior to joining WSU, including serving as general manager of livestock operations for a family corporation, as executive with two national commodity/trade associations, Associate Director of a professional ranch management program, and CEO of a branded beef company. He holds certifications from the Allan Savory Center for Holistic Management, the Franklin Covey Leadership Center and the Sirolli Institute for Enterprise Facilitation. Don is the WSU Extension Beef Specialist and is affiliated with the Center for Sustaining Agriculture and Natural Resources.

Farm Panel

Each farm panel will have several farmers who are currently farming successfully in the Puget Sound region. They will share their knowledge of and experience with diverse marketing strategies. Their expertise will cover a variety of crop types, offering participants a broad spectrum of information.



Passing on the Farming Tradition

Workshops for:

Current Farmers
Potential Farmers
Agricultural Landowners



1-877-728-9453
<http://wafarmlink.org>

Workshop #1

Friday, November 3, 2000
WSU Cooperative Extension
600 128th S.E., Everett, WA

9:00 Getting into Farming

This interactive session offers detailed, realistic information describing how new farmers can begin on a very small scale and develop a full time profitable business. We will discuss land, equipment, skills required, and available resources as well as key points to understand going into the venture. Presented by Bob Gregson.

10:30 Break

10:45 Holistic Business Planning

A holistic approach to developing a profitable agricultural business that concurrently considers the economic, ecologic and social aspects. It will provide a framework that includes defining the purpose of the business, identifying the resources available, goal development, the decision-making process, how to evaluate alternatives, principles of financial planning and monitoring progress toward achieving your goal. Presented by Don Nelson.

12:15 Lunch/Q&A/Networking

1:00 Leasing

Developing and implementing a variety of agricultural and land lease agreements. Key topics include legal issues, types of leases (cash, crop share, etc.), determining fair lease rates, and the advantages and disadvantages of various types of lease arrangements. Case examples will be included. Presented by Paul Gutierrez.

2:15 Break

2:30 Marketing/Farmer Panel

This interactive session focuses on marketing options for small scale, diversified Western Washington farms. The topics will include Community Supported Agriculture (CSA), Farmers' Markets, on-farm sales (at a stand or as U-Pick), direct sales to restaurants and wholesaling. Presented by Bob Gregson with a panel of local farmers.

3:30 Wrap-up & Evaluation

Workshop #2

Friday January 5, 2001
Sea-Tac Marriott Hotel
3201 S. 176th, Sea-Tac, WA

10:00 Getting into Farming

This session offers detailed, realistic information describing how new farmers can begin on a very small scale and develop a full time profitable business. We will discuss land, equipment, skills required, and available resources as well as key points to understand going into the venture. Presented by Bob Gregson.

10:20 Holistic Business Planning

A holistic approach to developing a profitable agricultural business that concurrently considers the economic, ecologic and social aspects. It will provide a framework that includes defining the purpose of the business, identifying the resources available, goal development, the decision-making process, how to evaluate alternatives, principles of financial planning and monitoring progress toward achieving your goal. Presented by Don Nelson.

11:45 Lunch/Marketing Panel

12:45 Leasing

Developing and implementing a variety of agricultural and land lease agreements. Key topics include legal issues, types of leases (cash, crop share, etc.), determining fair lease rates, and the advantages and disadvantages of various types of lease arrangements. Case examples will be included. Presented by Paul Gutierrez.

1:45 Break

2:00 Transitioning the Farm

We'll examine the major techniques and tools available to transfer estates from one generation to the next, whether within a family or outside a family; present updates on proposed changes to current rules and regulations affecting these tools; and demonstrate how these techniques and tools can be used. Topics include the unified tax credit, limited liability partnerships, special use provisions, family business credit, gifting and gift taxes, conservation easements, life estates, and other techniques and concerns. Presented by Norm Dalsted.

3:30 Wrap-up & Evaluation

FarmLink Workshop Registration

Name: _____

Address: _____

City/St/Zip _____

Phone: _____

Fax: _____

Email: _____

**Please register me/us for the
FarmLink Workshop**

on (date) _____

at (location) _____

☐ **Enclosed is my check
for \$15 per person
(including lunch)
payable to APCO
Worldwide**

This seminar is sponsored by the King County
Agriculture Commission and Snohomish
County Agricultural Advisory Board.

Mail this registration, with check payable to
APCO Worldwide, to:

FarmLink, c/o APCO Worldwide
World Trade Center
2200 Alaskan Way, Suite 300
Seattle, WA 98121

Please register no later than 5 days
before date of workshop.
Questions? Call 1(877)728-9453